

# New Mexico Small Business Assistance Program Overview

Milica Tenic, John Waller

Arrowhead Center

2024

The logo for New Mexico State University, featuring the letters 'NM' in a large, bold, serif font above the words 'STATE' and 'UNIVERSITY' in a smaller, bold, serif font. The logo is white and is set against a dark red square background.

NM  
STATE  
UNIVERSITY

**BE BOLD.** Shape the Future.

# What is NMSBA?

- Contract with Los Alamos National Laboratory and Sandia National Laboratories to provide technical assistance to NM startups
- Provides technical assistance to New Mexico small businesses by connecting them with subject matter experts
- Helps to assess feasibility or validate functionality of a product through research or testing in a lab setting



**BE BOLD.** Shape the Future.

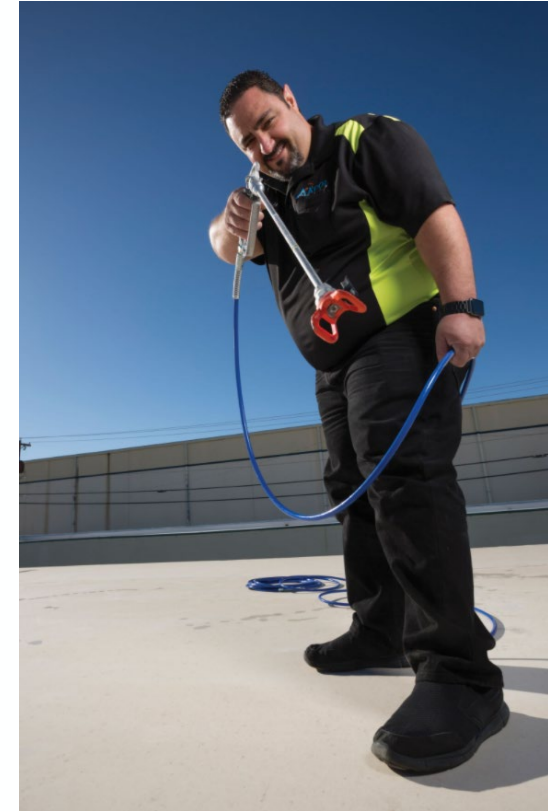
# What support is offered from the labs?

- Individual Projects
  - Technical assistance is provided by subject matter experts at the national labs
- Leveraged Projects
  - Multiple small businesses with the same technical assistance needs can pool their allotted resources for a larger project with subject matter experts at the national labs
- Contract Projects
  - The national labs contract the technical assistance out to subject matter experts at other institutions including NMSU



# What does that mean for you?

- Arrowhead Center connects qualifying small businesses to NMSU faculty and resources that can help address their technical problems
- You are the subject matter experts (SME) in your field and could help NM businesses overcome technical challenges
- Each project is 40 – 60 hours or less and comes with a \$3,000 stipend
  - This time can be all at once or spread over several months
  - The stipend can be paid as a buyout of the SMEs time or as a separate job in addition to their current contract. based on department head approval
    - The buyout results in salary savings for the department that can be reallocated to research, supplies, facilities, etc.



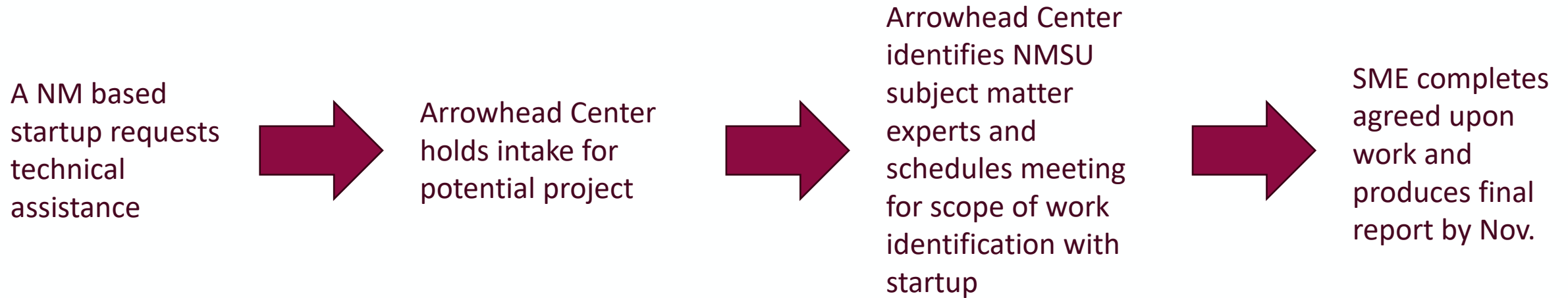
# How can you and your students benefit?

- Funding can go to a graduate student if they do the work
  - Anyone hired for this work must be a US citizen or E-Verified
- Creates public-private partnerships
  - Could lead to new funding opportunities for you or the student that worked on the NMSBA project
- Introduces students to industry work
  - Real world application of learned skills
  - Potential for internships or career options for the student





# What does the process look like?



Arrowhead Center monitors project timeline and progression

Arrowhead Center presents final report to startup and DOE labs



**BE BOLD.** Shape the Future.

# Types of Support Through NMSBA

- Types of projects NMSBA supports:
  - Feasibility Demonstration
  - Demonstration Validation
  - Feasibility Validation
- Things to keep in mind
  - Prototypes cannot be built by this program
  - You can test, analyze, and make recommendations but cannot generate intellectual property



# Previous Projects:

- College of Agricultural, Consumer, and Environmental Sciences
  - **Food Safety Lab:** shelf-life stability, nutritional facts label creation
  - Crop **growth studies** to determine if amendments impacts rates
- College of Engineering
  - Use of **wind tunnel** to test parameters for new turbines
  - Use of Aggie Innovation Space | CAD designs
- College of Business
  - **Market Analyses** for new products





# For more information:

**Please contact:**

**Milica Tenic** – [tenic@nmsu.edu](mailto:tenic@nmsu.edu)

**John Waller** – [jcwaller@nmsu.edu](mailto:jcwaller@nmsu.edu)

**Or visit these websites:**

<https://arrowheadcenter.org/program/nmsba/>

<https://nmsbaprogram.org/>

**To be considered as an SME for future projects, please let us know a little about your expertise by filling out the link below:**

<https://forms.gle/ERFxmzM6L5dUciUUA>

**Thank you!**



**BE BOLD.** Shape the Future.